

Anystate Health Information Exchange (AHIE)
(Phase I & II eHealthTrust project)

version 4

12/02/05

[includes enrollment payments to clinicians in Phase II]

BREAKEVEN 2.50% of population

*** SUMMARY ***

	Phase I	Phase I	Phase II	
	YEAR 1 TOTAL	YEAR 2 TOTAL	YEAR 3 TOTAL	STEADY STATE
INCOME				
New Subscribers (Net)	75,000	100,000	340,000	0
Subscribers (end of year)	75,000	175,000	515,000	515,000
Pct of Total Population	1.5%	3.5%	10.3%	10.3%
Subscription Fees	\$1,856,250	\$7,672,500	\$21,334,500	\$30,591,000
Other revenue (e.g. from searching)	\$0	\$0	\$0	\$0
TOTAL	\$1,856,250	\$7,672,500	\$21,334,500	\$30,591,000
EXPENSES				
History Payments	\$466,667	\$700,000	\$5,440,000	
Outpatient Encounters	103,125	426,250	1,185,250	1,699,500
Penetration of EHRs - end of year	0%	0%	37%	37%
Payable Encounters	0	0	858,000	1,221,000
Encounter payments	\$0	\$0	\$2,574,000	\$3,663,000
Personnel	\$2,385,000	\$2,480,400	\$2,579,616	\$2,682,801
Fringe/Overhead	\$477,000	\$496,080	\$515,923	\$558,023
Marketing	\$1,000,000	\$1,200,000	\$2,400,000	\$2,400,000
Equipment	\$591,667	\$104,000	\$108,160	\$112,486
Software	\$775,000	\$300,000	\$300,000	\$300,000
Operations	\$60,000	\$96,000	\$120,000	\$124,800
Help Desk Operators	\$175,992	\$289,405	\$930,627	\$1,155,664
Consultants	\$240,000	\$300,000	\$360,000	\$360,000
TOTAL	\$6,171,325	\$5,965,885	\$15,328,326	\$11,356,773
NET	(\$4,315,075)	\$1,706,615	\$6,006,174	\$19,234,227
CUMULATIVE	(\$4,315,075)	(\$2,608,460)	\$3,397,714	\$22,631,941
1% healthcare savings for old subscribers (worst case)		\$3,750,000	\$8,750,000	\$25,750,000
OVERALL CUMULATIVE		\$1,141,540	\$12,147,714	\$48,381,941